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Item 3 of the agenda

TRAINING COURSE ON KEY ISSUES ON THE INTERNATIONAL ECONOMIC AGENDA PURSUANT TO PARAGRAPH 166 OF THE UNCTAD X PLAN OF ACTION

Report by the UNCTAD secretariat

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Annex I

LIST OF PARTICIPANTS

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Ministry of Industry, Commerce & International Trade
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Lawyer Specialist in Competition
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Ministry of Foreign Affairs and Foreign Trade
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Mr. Lamin DAMPHA
Investment/Industrial Economist
Department of State for Trade, Industry and Employment
THE GAMBIA

Mr. Singye DORJI
Regional Director
Ministry of Trade & Industry
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Mr. Gabriel DUQUE
Director, National Planning Department
COLOMBIA

Mr. Shiyun GU
Deputy Division Director
Ministry of Foreign Trade & Economic Cooperation
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Ms. Thato LEHLOENYA
First Secretary
Directorate of Economy & International Organization
KINGDOM OF LESOTHO

Mr.Nabeel MAKSOOD
Director
Ministry of Trade
IRAQ

Mr. Sharobiddin MASHRABAEV
Head of Section
International Economic Organization Department
UZBEKISTAN

Mr. Luis Alberto MOLINA
First Secretary
Permanent Mission of Nicaragua to the UN, New York
NICARAGUA

Ms. Alice MWOLOLO
Senior Economist
Ministry of Finance
KENYA

Mr. Guillermo Daniel RAIMONDI
Counsellor, Deputy Director
Ministry of Foreign Affairs, International Trade & Worship
ARGENTINA

Ms. Tupou RATURAGA
Chief, Assistant Secretary
Ministry of Foreign Affairs, External Trade & Sugar
FIJI

Mr. Souvanny SAYSANA
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Ministry of Commerce & Tourism
LAO PEOPLE'S DEMOCRATIC REPUBLIC

Ms. Irene Bwalya TEMBO
Director
Ministry of Commerce, Trade & Industry
ZAMBIA

Annex II

LIST OF FOCAL PERSONS AND RESOURCE PERSONS FOR EACH MODULE AND THEIR SUB-TOPICS

1. **Module 2** - Interdependence and Globalization, coordinated by the Division of Globalization and Development Strategies.

   Focal Person: Detlef KOTTE

   Sub Topic 1 - Interdependence and globalization: An overview, by Stephano Chiarlone, Richard Kozul Wright and Joerg Mayer

   Sub Topic 2 - Recent trends in globalization, by Stephano Chiarlone, Richard Kozul Wright and Joerg Mayer

   Sub Topic 3 - Trade, External Financing and Growth in Developing Countries, by Detlef Kotte and Joerg Mayer

   Sub Topic 4 - National and international policy challenges, by Stephano Chiarlone, Heiner Flassbeck and Richard Kozul Wright.

2. **Module 3** - International Trade and Development, coordinated by the Division of International Trade in Goods and Services, and Commodities.

   Focal Person: Manuela TORTORA

   Sub Topic 1: Structural features and trade patterns of the international trade system, by Bijit Bora

   Sub Topic 2: Commodities in the international trading system, by Olle Ostensson

   Sub Topic 3: The formulation of trade policies in developing countries – Discussion, by Bijit Bora and Olle Ostensson

   Sub Topic 4: Trade and competition law and policy, by Hassan Qaqaya

   Sub Topic 5: Overview of selected WTO agreements and the role of the Dispute Settlement Mechanism, Willie Chatsika, WTO

   Sub Topic 6: The Role of Information Technologies as a Tool for Trade, by Jean Francis Baylocq

   Sub Topic 7: Trade and environment policies and international rules on environment, by Rene Vosenaar

Sub Topic 8: Ongoing trade negotiations, the positive agenda, by Manuela Tortora and Marisa Henderson

Sub Topic 9: Training Exercise - Negotiating Strategies and specific technical issues, by Manuela Tortora and Marisa Henderson

Sub Topic 10: Trade facilitation, by Gary Crook

Sub Topic 11: Legal aspects of electronic commerce, by Carlos Moreno

Sub Topic 12: Transportation, by Gary Crook

Sub Topic 13: Preferential trade regimes, by Stefano Inama

3. **Module 4** - Finance and Development, coordinated by the Division of Globalization and Development Strategies.

Focal Person: Detlef KOTTE

Sub Topic 1: Finance and development: an overview, by Kokut Boratav and Detlef Kotte

Sub Topic 2: Official financing, debt and capital requirements of the low-income countries, by Kokut Boratav, Stefano Chiarlone and Yuefen Li

Sub Topic 3: Private capital flows, development finance and instability, by Andrew Cornford and Jan Kregel

Sub Topic 4 Internatonal financial cooperation, by Stefano Chiarlone, Heiner Flassbeck and Jan Kregel

4. **Module 5** - Investment and Development, coordinated by the Division of Investment, Technology and Enterprise Development

Focal Person: Gabrielle Kohler

Sub Topic 1: Investment and development: an overview of the issues, by Gabrielle Kohler

Sub Topic 2: Investment and development: case studies on national development strategies vis-à-vis FDI, by Gabrielle Kohler, Assad Omar, Taffere Tesfachew

Sub Topic 3: Investment and development: the scope for FDI and approaches to investment promotion, by Paul Wessendorp

Sub Topic 4: Investment and development: the issues involved in international arrangements for FDI and the transfer of technology, by Assad Omar and Taffere Tesfachew

Sub Topic 5: Investment and development: Exercises in investment analysis, international investment agreements and FDI promotion, by Gabrielle Kohler, Assad Omar, Taffere Tesfachew and Paul Wessendorp

Sub Topic 6: Investment and development: the role of competition policy, by Hassan Qaqaya

Sub Topic 7: Investment and development: Summary and evaluation by Gabrielle Kohler and Taffere Tesfachew

5. **Module 6** - National Development Strategies, coordinated by the Division of Investment, Technology and Enterprise Development

Focal Person: Fulvia Farinelli

Sub Topic 1: The changing nature of competitiveness at the national and firm-level and the implications for the formulation of enterprise development strategies, by Emiliano Duch, Fulvia Farinelli and Taffere Tesfachew

Sub Topic 2: Best practices in enterprise development, by Lorraine Ruffing and John Gilles (ITC)

Sub Topic 4: Wrap up session - Achieving competitiveness: the importance of coherence among trade, technology, investment (domestic and foreign) and industrial policies, by Fulvia Farinelli and Taffere Tesfachew

6. **Module 7** - Simulation of a National Decision Making Process, coordinated by Mr. B.L. Das and Ms. Manuela Tortora

Annex III

TRAINING COURSE ON THE INTERNATIONAL ECONOMIC AGENDA

Module 1- Opening Session - in Geneva from 20 - 22 June 2001

Date	Title of Sub-Topics
Wednesday, 20 June	
	Administrative matters
	Opening Session - Speech by Mr. Carlos Fortin, Deputy Secretary-General of UNCTAD
	Demonstration of Website
	GDS - General presentation
	LDC - General presentation
	DITE - General presentation
Thursday, 21 June	
	ILO - General presentation
	SITE - General presentation
	TC - General presentation
	ISS - General presentation
	The Group System
	Address by Mr. Rubens Ricupero, Secretary-General of UNCTAD
Friday, 22 June	
	WTO - General presentation
	ITC - General presentation
	WIPO - General presentation
	ITU - General presentation
	DITC - General presentation
	UNRISD - General presentation

Annex III

TRAINING COURSE ON THE INTERNATIONAL ECONOMIC AGENDA
Module 2 - Interdependence and Globalization - in Turin from 25 - 26 June 2001

Date	Title of Sub-Topics
Monday, 25 June	
	Opening Address by the Director, Training Department, ITC- ILO, Turin
	Sub Topic 1 - Interdependence and globalization: An overview
	Interdependence between economic performance and policies in developing and developed countries
	Globalization in a historical context
	Sub Topic 2 - Recent trends in globalization
	The main features of globalization: the impact of trade and financial liberalization
	Globalization of production and investment
	Growth and income distribution
	Sub Topic 3 - Trade, External Financing and Growth in Developing Countries
	Payments deficits, liberalization and growth
	Patterns in external financing in the developing countries since the 1970s
	Group Discussion
Tuesday, 26 June	
	Sub Topic 4 - National and international policy challenges
	Strategic approaches to trade and industrialization and the exports-profits-investment nexus
	The role of international rules and institutions
	The scope for regional integration and international cooperation
	Group Discussion
	Group Discussion on Investment Policies
	Group Discussion on Market Access and Regional Integration
	Round-up meeting with reports from group discussions

Annex III

TRAINING COURSE ON THE INTERNATIONAL ECONOMIC AGENDA
Module 3- International Trade and Development - in Turin from 27June - 3 July 2001

Date	Title of Sub-Topics
Wednesday, 27 June	
	Sub Topic 1: Structural features and trade patterns of the international trade system
	Structural Features of the Trading System
	Trade policy formulation in developing countries
	Sub Topic 2: Commodities in the international trading system
	Trade and production, patterns, trends
	International commodity policies
	Managing price risk and the financing problem
	Open discussion on market instability and public and private sector responses to the problem
Thursday, 28 June	
	Sub Topic 3: The formulation of trade policies in developing countries - Discussion
	Sub Topic 4: Trade and competition law and policy
	Sub Topic 5: Overview of selected WTO agreements and the role of the Dispute Settlement Mechanism
Friday, 29 June	
	Sub Topic 6: The Role of Information Technologies as a Tool for Trade
	Sub Topic 7: Trade and environment policies and international rules on environment
	Relevance of trade and environment debate for developing countries
	Developments in the area of trade and environment in the context of the WTO Dispute -Settlement mechanism
Monday, 2 July	
	Sub Topic 8: Ongoing trade negotiations, the positive agenda
	On-going Trade Negotiations on Agriculture and Services
	Development Perspective
	Sub Topic 9: Training Exercise
	Presentations by Reporters of Negotiating Strategies and specific technical issues followed by debate
	The WTO 4th Ministerial Conference and Possibilities of a New Round of Trade Negotiations
Tuesday, 3 July	
	Sub Topic 10: Trade facilitation
	Sub Topic 11: Legal aspects of electronic commerce
	Legal uncertainties
	Main commercial legal obstacle
	Basic legal infrastructure for building trust
	International solutions
	Sub Topic 12: Transportation
	Sub Topic 13: Preferential trade regimes: presentation, discussion and one case study
	The determinants and rationale of preferential trade
	The various forms of preferential trade from GSP to free trade areas
	Recent trends from unilateralism to reciprocity
	Practical cases: the European Union and the Cotonou agreement

Annex III

TRAINING COURSE ON THE INTERNATIONAL ECONOMIC AGENDA

Module 4 - Finance and Development - in Turin from 4 - 6 July 2001

Date Wednesday, 4 July	Title of Sub-Topics
	Sub Topic 1: Finance and development: an overview
	Current issues in the area of finance, debt and development
	Capital account liberalization, financial flows and the balance of payments of developing countries
	Sub Topic 2: Official financing, debt and capital requirements of the low-income countries
	Capital requirements of low-income countries
	Official development assistance and debt of low-income countries
	Group discussion on topics 1 to 2
	Plenary meeting with reports from group discussions
Thursday, 5 July	
	Sub Topic 3: Private capital flows, development finance and instability
	The anatomy of financial crises
	Crisis management and recovery in East Asia
	Systemic instability and external vulnerability of developing countries
	Group discussions
	Sub Topic 3 continued (Private capital flows, development finance and instability)
	Standards and regulation
	Orderly debt workouts and burden sharing
	Discussion on topic 3
Friday, 6 July	
	Sub Topic 4 Internatonal financial cooperation
	Exchange-rate regimes and regional monetary and financial cooperation
	Issues in the reform of the international financial institutions
	Discussion on topic 4
	Round-up and open discussion on topics 1 to 4

Annex III

TRAINING COURSE ON THE INTERNATIONAL ECONOMIC AGENDA

Module 5 - Investment and Development - in Turin from 9 - 11 July 2001

Date	
Monday, 9 July	**Title of Sub-Topics**
	Sub Topic 1: Investment and development: an overview of the issues
	Introduction to the topic of investment and development
	FDI at the intersection of national development policies and corporate strategies
	Sub Topic 2: Investment and development: case studies on national development strategies vis-à-vis FDI
	Four consecutive group discussions
	a. The case of Costa Rica
	b. The case of Ethiopia
	c. The case of Malaysia
	d. The case of Albania
Tuesday, 10 July	
	Sub Topic 3: Investment and development: the scope for FDI and approaches to investment promotion
	Trends in domestic capital accumulation and in FDI flows and stocks
	Investment promotion instruments and practices
	Home country measures
	Sub Topic 4: Investment and development: the issues involved in international arrangements for FDI and the transfer of technology
	Investment and innovation systems
	Standards of treatments in international agreements
	International arrangements for transfer of technology
	Emerging Issues
Wednesday, 11 July	
	Sub Topic 5: Investment and development: Exercises in investment analysis, international investment agreements and FDI promotion
	Group exercises. Participants can opt for one of the three
	Group I: Promoting an investment location to the CEO of a transnational corporation
	Group II: Data sources and methodology to analyse investment flows, stocks etc
	Group III: International investment agreements
	Sub Topic 6: Investment and development: the role of competition policy
	Competition policy and its relevance in domestic and international investment
	a. Introduction: The role of competition law and policy in promoting economic growth and development
	b. The interface between competition issues and investment
	c. International co-operation in competition policy
	Sub Topic 7: Investment and development: Summary and evaluation

Annex III

TRAINING COURSE ON THE INTERNATIONAL ECONOMIC AGENDA

Module 6 - National Development Strategies - in Turin from 12 - 13 July 2001

Date	Title of Sub-Topics
Thursday, 12 July	
	Sub Topic 1: The changing nature of competitiveness at the national and firm-level and the implications for the formulation of enterprise development strategies
	Enhancing local productive capacity: the role of governments, business associations and private actors in developing a dynamic SME sector
	Porter's video on the "Microeconomic Foundations of Competitiveness" - Discussion
	Drivers of competitiveness: the role of technology and innovation in upgrading local supply capabilities
	National solutions: promoting industrial clusters and inter-firm linkages
	Comparative case studies on clusters and networks of SMEs
Friday, 13 July	
	Sub Topic 2: Best practices in enterprise development
	Principles of best practices in the delivery of non-financial services: Empretec
	Forging productive linkages among indigenous firms and between indigenous firms and foreign companies: how to make local SMEs "partnership ready", Empretec Video
	New challenges for developing countries and transition economies: redefining internationalization strategies
	Sub Topic 3: Wrap up session
	Achieving competitiveness: the importance of coherence among trade, technology, investment (domestic and foreign) and industrial policies
	Conclusions and collection of evaluation forms

TRAINING COURSE ON THE INTERNATIONAL ECONOMIC AGENDA

Module 7 - Simulation of a National Decision Making Process, in Geneva on 16 July 2001

Date	
Monday, 16 July 2001	**Title of Sub-Topics**
	Group I - Reduction of tariff on an essential food product
	Minister of Agriculture - Mr. Daniel Raimondi
	Minister of Trade - Ms. Thato Lehloenya
	Minister of Finance - Ms. Alice Mwololo
	Minister of Food Supply - Mr. Gu Shiyun
	Public Opinion - Ms. I. Tembo, Mr. N. Maksood, Mr. S. Savanny
	Big Farmers - Mr. Gabriel Duque
	Small Farmer - Mr. Singye Dorji
	Journalist - Ms. Tupou Raturaga
	Group II - Liberalisation of financial services
	Minister of Finance - Ms. Irene Tembo
	Minister of Trade - Mr. Sharobiddin Mashrabaev
	Minister of Industry - Mr. Gu Shiyun
	Members of Parliament - Ms. T. Lehloenya, Mr. S.C. Alvarez, Mr. D. Bamuleseyo
	Governor of Central Bank - Ms. Ynes Tapia Arauco
	Private Sector/Bank Manager - Mr. Singye Dorji
	Private Sector/Industrialist - Ms. Dalida Allagapen
	Bank's Employees - Ms. Tupou Raturaga
	Journalist - Mr. Daniel Raimondi
	Group III - Liberalisation of investment policies
	Minister of Finance - Ms. Paula Byuer
	Minister of Industry - Mr. Sharobiddin Mashrabaev
	Minister of Agriculture - Mr. Souvanny Saysana
	Members of Parliament - Ms. D. Allagapen, Mr. S. Dorji, Mr. D. Raimondi
	Representatives of Investment Firms - Mr. Lamin Dampha
	Industrialist - Mr. Luis Molina
	Journalist - Mr. Gabriel Duque
	General discussion
Tuesday, 17 July	**Sub Topic**
1000 - 1230 hours	Evaluation of Training Course
1430 - 1615 hours	Conclusion of Monday's session
1630 hours	Closing address by the Secretary-General of UNCTAD

Annex IV
APPLICATION GUIDELINES

Applicant profile

The course is aimed at government officials from the ministries of trade, competition policy, planning, foreign affairs and finance, and central banks.

Participants should be in positions involving the formulation and implementation of policies in one or more of the following fields:

- Globalization and interdependence;
- International trade and development;
- Finance and development;
- Investment and development;
- National development policies.

Participants should at least:

- Have had advanced training in economics, business, international relations, international law, political science or public administration, or have completed equivalent studies, or have equivalent experience;
- Have at least eight years' relevant professional experience in a national public administration, an international or regional development organization or a private institution dealing with the above-mentioned areas;
- Be in a position to disseminate the information and knowledge acquired during the course.

A perfect working knowledge of English, the official language of this training course, is indispensable. Proven competencies such as communication abilities, and an aptitude for teamwork, and information sharing, are prerequisites, so as to maximize the benefits of the course for national administrations. It would be highly desirable for participants to remain in relevant official positions for as long as possible after the course.

II. Instructions on completing and submitting applications

Candidates are required to submit their applications in English. In addition to a completed application form, applications must include the candidate's curriculum vitae together with a letter stating his or her competencies and interest in the training, and a short paper (1-2 pages) on a topic of his or her choice which is related to the training course (see syllabus).

All expenses related to the preparation and organization of the training course, including a daily subsistence allowance (DSA) for all participants, will be borne by UNCTAD. However, countries will be requested to cover travel expenses to and from Geneva for their candidates. Travel expenses for seven participants from least developed countries will be paid by UNCTAD. The selected candidates will be responsible for obtaining valid visas for Switzerland, France and Italy prior to their arrival in Geneva.

Only applications submitted officially by Governments will be considered.

Applications must reach the UNCTAD secretariat by **30 April 2001**.

Preference will be given to applications that have been submitted on time and include all the documents requested.

Training Course on Key Issues on the International Economic Agenda

NOTIFICATION

At its tenth session held in Bangkok (February 2000) the United Nations Conference on Trade and Development (UNCTAD) adopted a Plan of Action (TD/386), which in its paragraph 166 states the following:

> "166. UNCTAD's existing capacity-building programme should be strengthened. This would enable officials and other individuals from developing countries and some interested countries with economies in transition to become better informed, through regular training courses in cooperation with the United Nations Staff College, of key issues on the international economic agenda, in particular with development dimensions within UNCTAD's field of competence. These courses would draw on the expertise and policy analysis work of the UNCTAD secretariat, with the support of an advisory body to be established by the Trade and Development Board. In course delivery, cooperation and coordination would be assured with relevant research and academic institutions and with other relevant international organizations, taking into consideration the commitment of UNCTAD to the Integrated Framework for Trade-related Technical Assistance for the LDCs..."

In response to the above mandate the UNCTAD secretariat is organizing a first training course to:

- Enhance the capacity of officials and other individuals from developing countries and some countries with economies in transition to become better informed of key issues on the international economic agenda, in particular those with development dimensions within UNCTAD's field of competence;
- Increase awareness of the diverse policy and other conditions necessary for attaining competitiveness and participating effectively in the rapidly changing global economic environment.

At the conclusion of the training course, the trainees will be expected to have gained a better understanding of:

- The main features and trends that determine the international economic agenda from the point of view of development;
- The interfaces between trade, investment and development issues and their implications for the formulation and implementation of integrated development strategies;
- The use of multidisciplinary approaches in tackling the various aspects of trade and development issues;
- The relevant information on trade and development issues that concern their countries;
- Comparative national experiences in the trade and development policies of developing and developed countries;
- Best practices in designing and implementing national, regional and international policies on trade and sustainable development.

The syllabus of the course is designed to draw on UNCTAD perspectives and expertise in the area of trade and development policies, and to disseminate and enhance the understanding of UNCTAD

analytical work as well as the lessons drawn from UNCTAD technical cooperation activities. The content and the approaches provided by the course are based on UNCTAD's knowledge of the topics involved, as well as on the competence and expertise of other relevant international organizations.

The course is aimed at senior government officers, at director level, from the ministries of trade, competition policy, planning, foreign affairs and finance, and central banks, involved in the formulation and implementation of national trade and development policies.

The duration of the training course will be four weeks - from Wednesday, 20 June, to Tuesday, 17 July 2001. The first segment (20-22 June) and the final segment (16-17 July) will be held in Geneva, while the core course will be hosted at the United Nations Staff College/International Training Centre in Turin.

UNCTAD member States are invited to present candidatures, which will be examined by an UNCTAD Selection Committee. Candidatures will be accepted until 30 April 2001. Member States/successful candidates will be notified of the decision of the Selection Committee by 21 May 2001.

A group of 21 participants, including 7 from LDCs, will be selected: 7 from African countries, 6 from Asian countries, 6 from Latin America and the Caribbean, and 2 from countries with economies in transition. Member States may present more than one candidature; however, only one candidate will be chosen per country. Preference will be given to applications that have been submitted on time and include all the documents requested.

All expenses related to the preparation and organization of the training course, including a daily subsistence allowance (DSA) for all participants, will be borne by UNCTAD. **However, countries will be requested to cover travel expenses to and from Geneva for their candidates**. Travel expenses for seven participants from LDCs will be paid by UNCTAD.

An outline of the training syllabus (P166.2001.S.1), application guidelines (P166.2001.AG.1) and the application form (P166.2001.AF.1) are attached.

For additional information, please contact the Information and Training Branch, Services Infrastructure for Development and Trade Efficiency Division, UNCTAD. E-mail: Courses@UNCTAD.ORG; fax: +41 22 907-0050; tel: +41 22 917-5511.

Breakdown of financial details of direct costs for the Training Course on Key Issues on the International Economic Agenda, Geneva-Turin 2001 (in US dollars)

Cost for consultants, including travel		8'129
Cost of travel of UNCTAD staff members		12'396
Cost of group training, of which:		80'821
Total DSA cost for all participants	$70'459	
Training fees and other incidental costs	$ 9'042	
Travel to Turin by bus	$1'320	
Miscellaneous Cost		2'018
Total training cost for 18 participants		103'364
Cost of travel of six LDC participants		27'657
Training cost per participant (total training costs/18 participants)		***5742***

Annex VI

List of speakers from UNCTAD and other International Organizations to the Introductory Session of the Training Course

Mr. Rubens Ricupero, Secretary-General
Mr. Carlos Fortin, Deputy Secretary-General
Mr. Jean Gurunlian, SITE
Mr. Karl Sauvant, DITE
Mr. Yilmaz Akyuz , GDS
Mr. Peter Froehler, SITE
Mr. Detlef Kotte, GDS
Mr. J.M. Marchal, LDC
Mr. Marcial Plehn-Mejia, RMS
Mr. Chris Macfarquhar, ISS
Mr. Rene Vossenaar, DITC

Mr. S. Pursey, Interntional Labour Office
Mr. Willie Chatsika, World Trade Organization
Mr. Kifle Shenkoru, World Intellectual Property Organization
Mr. Vanen Paretian, International Telecommunications Union
Ms. Cynthia Hewitt de Alcantara, UN Research Institute for Social Development